

Message Text

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ACTION NEA-09

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TO SECSTATE WASHDC PRIORITY 1669

INFO AMEMBASSY BEIRUT

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USDA

LIMITED OFFICIAL USE BAGHDAD 0181

EO 11652: NA DECON 12/31/76

TAGS: BEXP IZ

SUBJ: VISIT OF ALLIS CHALMERS CHAIRMAN DAVID SCOTT

REF: A. BAGHDAD 173 (NOTAL); B. STATE 35377 (NOTAL)

1. SUMMARY: COMING IN WAKE OF RECENT DAVID ROCKEFELLER VISIT, PROPOSED BAGHDAD VISIT OF U S CORPORATION EXECUTIVE OF STATURE OF DAVID SCOTT, CAN AND SHOULD BE MAJOR EVENT. USINT SUGGESTS ALLIS CHALMERS SEND REPS TO BAGHDAD FROM SELECTED OPERATING DIVISIONS TO DEVELOP CONCRETE PROPOSALS PRIOR TO SCOTT ARRIVAL. END SUMMARY.

2. BEGIN UNCLASSIFIED: REF A WAS POUCHED FROM BAGHDAD DAY BEFORE REF B RECEIVED (FEB 20).

3. WAS VISITED FEB 20 BY L J COMPANYO, MARKETING MANAGER, ALLIS CHALMERS (A-C) MATERIAL HANDLING EUROPE WHO WAS IN IRAQ FOR FIRST TIME WITH JEAN MAUGEE (REF A). MAUGEE HAD RETURNED EARLIER SAME DAY TO PARIS. APPARENT THAT COMPANYO AND MANAGER ALREADY HAVE UNCOVERED EXCELLENT SALES PROSPECTS FOR THEIR DIVISION OF A-C: E.G., HAVE
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SOUGHT AND RECEIVED 60 DAY EXTENSION OF BID DEADLINE SUPPLY

TURN-KEY PLANT TO MAKE FORK-LIFT TRUCKS (INITIAL PRODUCTION 600 UNITS PER YEAR) WITH LIFT CAPACITY RANGING FROM 2,000 TO 160,000 POUNDS. COMPANY ALSO THINKS A-C WILL BE ABLE TO EXPORT 200 A-C FORKLIFTS TO IRAQ IN 1975.

4. BELIEVE IT VERY MUCH IN INTERESTS OF SCOTT VISIT THAT OTHER A-C OPERATING DIVISIONS ALSO SEND REPS TO BAGHDAD ON OR BEFORE MARCH ONE TO WORK UP SOME CONCRETE PROPOSALS AFTER THE FASHION OF MAUGEE AND COMPANY. SCOTT WOULD THEN ARRIVE WITH TANGIBLE PROJECTS FOR HIM AND SENIOR GOI OFFICIALS TO FOCUS ON.

5. WITH SUCH PREPARATIONS IN HAND, BELIEVE SCOTT'S KEY APPOINTMENTS SHOULD BE WITH TWO POWERFUL MINISTERS, BOTH RCC MEMBERS, NAMELY INDUSTRY/MINERALS AND AGRICULTURE/AGRARIAN REFORM. REQUEST TO SEE SADDAM HUSSEIN WOULD, I THINK, ALSO BE QUITE IN ORDER, PROVIDED SCOTT UNDERSTANDS ANSWER MAY AS EASILY BE NO AS YES.

6. RE REF B'S REQUEST ABOUT APPOINTMENTS WITH U S BUSINESS REPS. THERE ARE VERY FEW AMERICAN BUSINESSMEN RESIDENT IN BAGHDAD, MOST NOTABLE BEING THE BOEING TEAM. MIGHT BE marginally USEFUL FOR SCOTT TO TALK TO IRAQIS IN CHARGE OF IBM AND NCR OFFICES HERE. OTHERWISE SUGGEST HE FOCUS ON MINISTER-LEVEL CONTACTS.

7. CARS MAY BE HIRED FOR ABOUT FIVE DOLLARS PER HOUR FROM BAGHDAD CAR, FATH SQUARE, NEAR BOWLING CENTER. OF COURSE IF SCOTT VISIT OFFICIALLY HOSTED BY GOI (OUR PREFERRED SCENARIO), NEITHER HIRED CARS NOR BAGHDAD HOTEL LODGINGS WILL BE NEEDED. NED UNCLASSIFIED.

8. BEGIN LOU. AM SOMEWHAT UNEASY ABOUT SO-FAR UNEXPLAINED STANFORD RESEARCH INSTITUTE (SRI) INVOLVEMENT THIS VISIT. UNLESS I AM MISTAKEN, SRI PLANNERS SO THOROUGHLY IDENTIFIED HERE WITH SAUDI ARABIAN DEVELOPMENT EFFORTS, THAT THEY WILL PROBABLY NEED ONE FULL DAY JUST TO OVERCOME INITIAL GOI SUSPICIONS. MIGHT IT NOT THEREFORE, BE BETTER FOR SRI TO COME TO BAGHDAD ON THEIR OWN? I FEAR THAT THEY MIGHT UNINTENTIONALLY DIFFUSE IMPACT OF SCOTT VISIT.
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